



THE GREAT EASTERN
SHIPPING CO. LTD.



The Great Eastern
Shipping Co. Ltd.

Q4 & FY24 Earnings Presentation 10 MAY 2024

DISCLAIMER



Except for historical information, the statements made in this presentation constitute forward looking statements. These include statements regarding the intent, belief or current expectations of GE Shipping and its management regarding the Company's operations, strategic directions, prospects and future results which in turn involve certain risks and uncertainties. Certain factors may cause actual results to differ materially from those contained in the forward looking statements; including changes in freight rates; global economic and business conditions; effects of competition and technological developments; changes in laws and regulations; difficulties in achieving cost savings; currency, fuel price and interest rate fluctuations etc. The Company assumes no responsibility with regard to publicly amending, modifying or revising the statements based on any subsequent developments, information or events that may occur.

FY24 HIGHLIGHTS



- Highest ever net profits of INR 2,614 Cr on a consolidated basis
- Our consolidated NAV has moved to INR 1,396/share as on 31st March 2024
- Declared 4th Interim dividend of INR 10.80/Share for Q4FY2024. Total dividend for FY24 is INR 36.30/Share

REPORTED HIGHLIGHTS



The Great Eastern Shipping Co. Ltd.

- GE Shipping FY24 consolidated Net Profit at INR 2,614 Cr
- Declared 4th Interim dividend of INR 10.80/Share for Q4FY2024

Fig in INR Crores	Standalone				Consolidated			
	Q4 FY24	Q4 FY23	FY24	FY23	Q4 FY24	Q4 FY23	FY24	FY23
Income Statement								
Revenue*	1,323	1,268	4,724	5,096	1,727	1,551	5,919	6,171
EBITDA*	895	808	3,049	3,098	1,153	942	3,672	3,608
Net Profit	727	632	2,316	2,352	905	722	2,614	2,575
Balance Sheet								
Total Assets	13,612	12,026	13,612	12,026	16,808	15,209	16,808	15,209
Equity	10,346	8,520	10,346	8,520	12,397	10,275	12,397	10,275
Gross Debt	2,227	2,531	2,227	2,531	3,031	3,623	3,031	3,623
Net Debt	(3,266)	(1,673)	(3,266)	(1,673)	(3,495)	(1,578)	(3,495)	(1,578)
Cash Flows								
- From Operating Activities	675	724	2,342	2,715	822	880	2,765	3,155
- From Investing Activities	43	(60)	(193)	(16)	47	(83)	(224)	(70)
- From Financing Activities	(428)	(749)	(970)	(1,621)	(531)	(819)	(1,332)	(1,884)

* Including Other Income

NORMALISED FINANCIALS



- The impact of the exchange rate on foreign currency loans and current assets and liabilities, including cash and bank balances, has been removed
- NCD & Currency Swap:
- Funds raised through NCDs have been swapped into USD using INR-FCY swaps, thus creating synthetic fixed rate USD loans.
- The MTM change of these swaps impacts the reported numbers.
- Normalized numbers are worked out after making necessary adjustments to reported numbers to reflect the effective cost of the synthetic USD loans.

NORMALISED FINANCIAL HIGHLIGHTS



- GE Shipping FY24 consolidated Net Profit at INR 2,520 Cr
- Declared 4th Interim dividend of INR 10.80/Share for Q4FY2024

Fig in INR Crores	Standalone				Consolidated			
	Q4 FY24	Q4 FY23	FY24	FY23	Q4 FY24	Q4 FY23	FY24	FY23
Income Statement								
Revenue*	1,323	1,268	4,724	5,096	1,727	1,551	5,919	6,171
EBITDA*	858	811	2,932	3,032	1,100	935	3,508	3,513
Net Profit	701	662	2,280	2,411	851	699	2,520	2,581
Balance Sheet								
Total Assets	13,612	12,026	13,612	12,026	16,808	15,209	16,808	15,209
Equity	10,346	8,520	10,346	8,520	12,397	10,275	12,397	10,275
Gross Debt	2,691	3,016	2,691	3,016	3,495	4,108	3,495	4,108
Net Debt	(2,802)	(1,188)	(2,802)	(1,188)	(3,032) -	1,093	(3,032) -	1,093

* Including Other Income

NORMALISED FINANCIAL HIGHLIGHTS

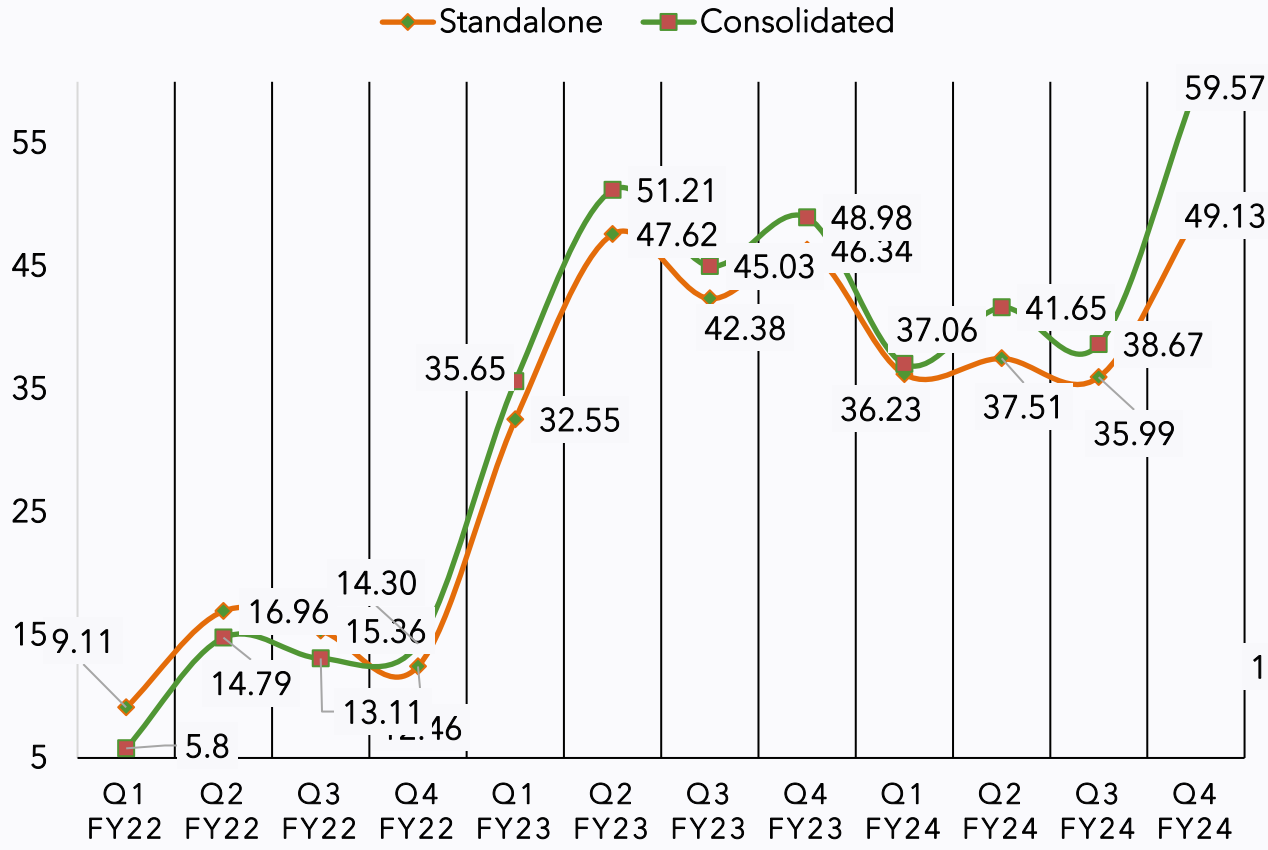


	Standalone				Consolidated			
	Q4 FY24	Q4 FY23	FY24	FY23	Q4 FY24	Q4 FY23	FY24	FY23
Key Financial Figure								
Return on Equity (ROE%)**	28%	32%	24%	32%	28%	28%	22%	28%
Return on Capital Employed (ROCE%)**	23%	24%	20%	23%	23%	21%	18%	20%
Gross Debt/Equity (x)	0.26	0.35	0.26	0.35	0.28	0.40	0.28	0.40
Net Debt/Equity (x)	(0.27)	(0.14)	(0.27)	(0.14)	(0.24)	(0.11)	(0.24)	(0.11)
Earnings Per Share (EPS - INR/Share)	49.13	46.34	159.73	168.89	59.57	48.98	176.49	180.77
Cash Profit Per Share (INR/Share)	56.01	53.61	191.62	200.42	70.26	60.71	226.43	230.64
Dividend Per Share (INR/Share)	10.80	9.00	36.30	28.80	10.80	9.00	36.30	28.80
Net Asset Value Per Share (INR/Share)	1,127	962	1,127	962	1,374-1,418	1,135-1,192	1,374-1,418	1,135-1,192

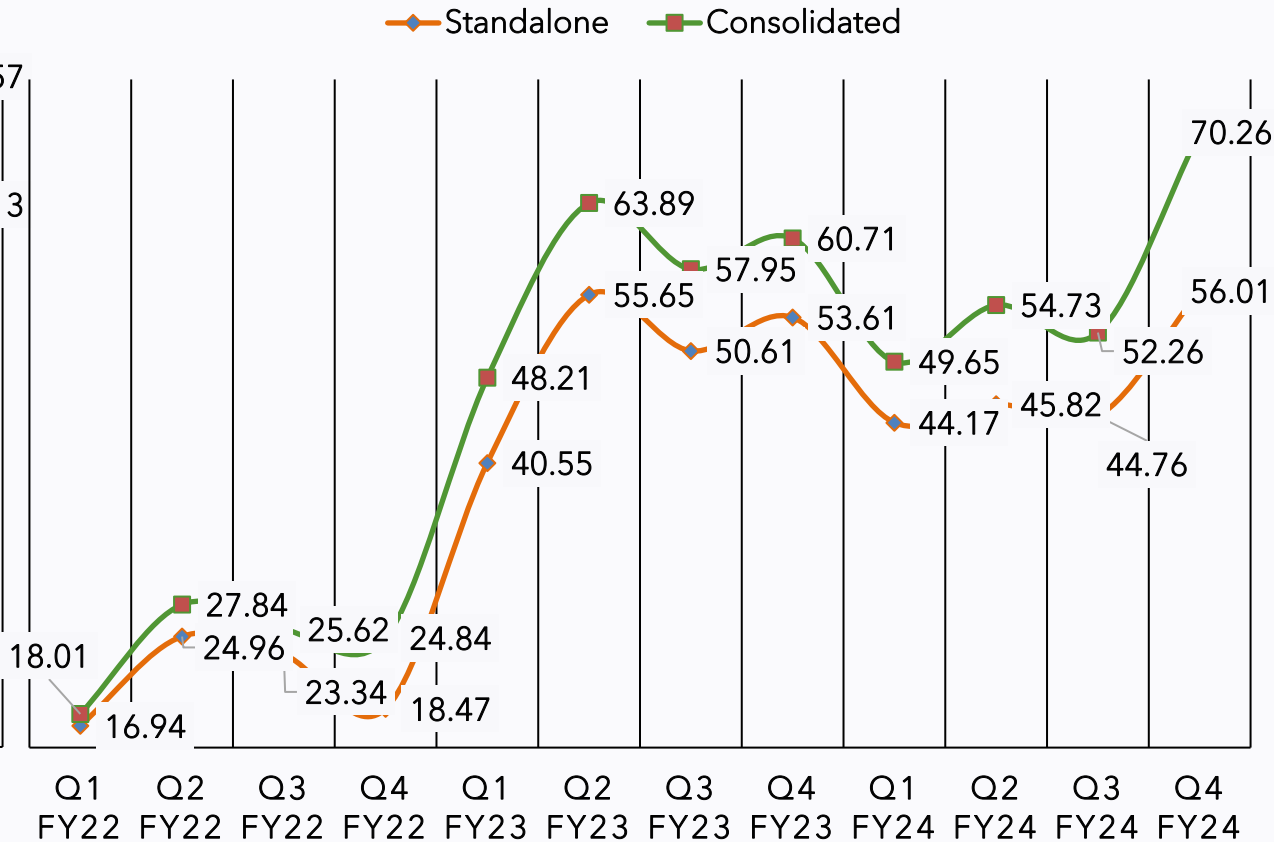
NORMALISED FINANCIALS - KEY RATIOS



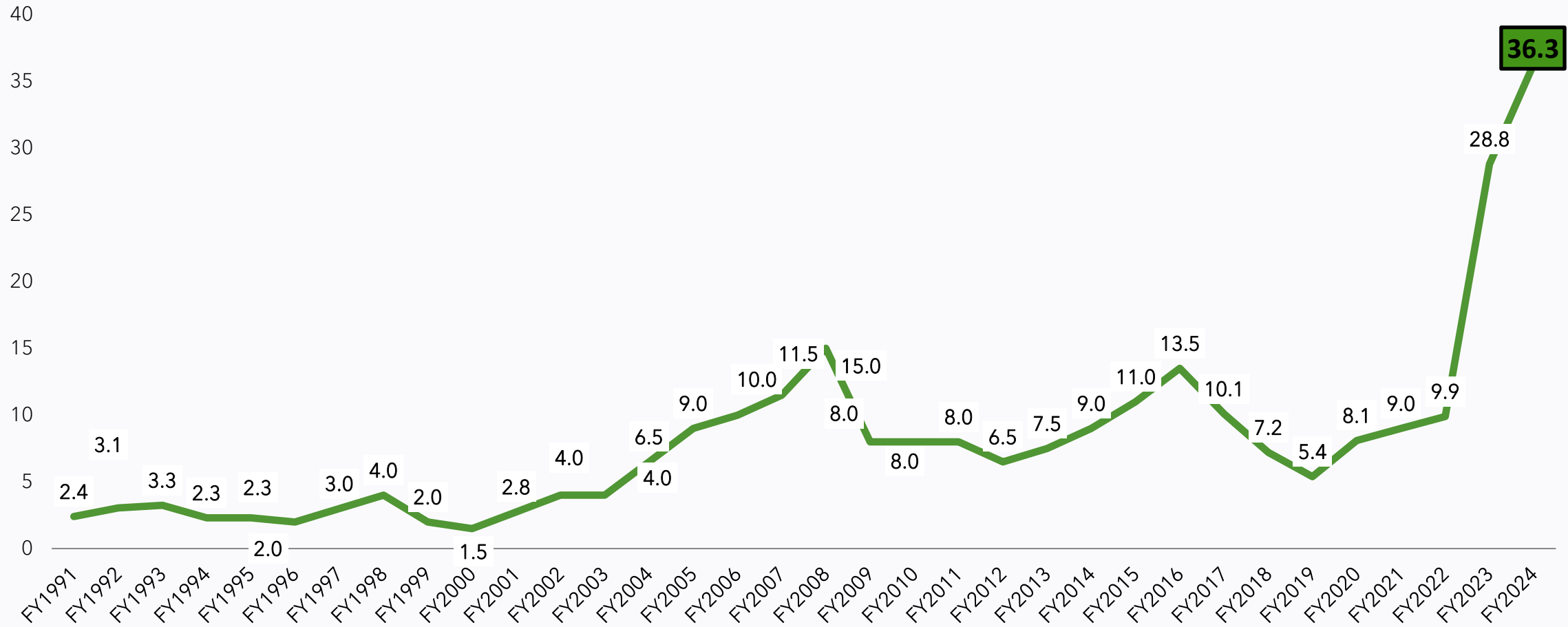
Earnings per Share (INR/Share)



Cash Profit per Share (INR/Share)



CONSISTENT DIVIDEND PAYOUTS



Dividend Per Share (INR/Share)

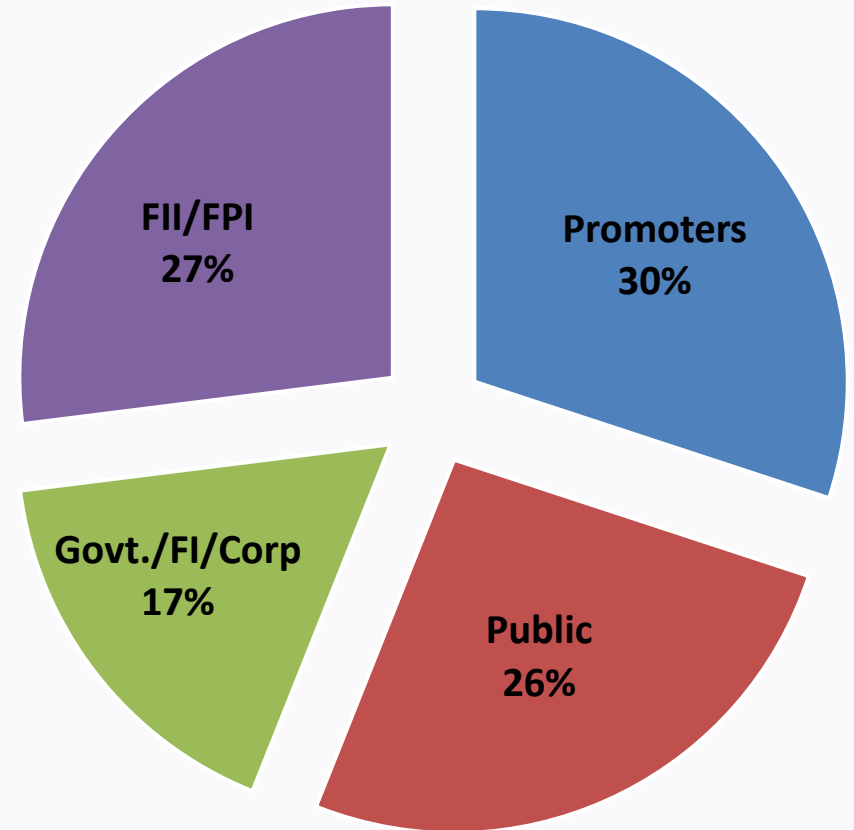
PROFIT & LOSS STATEMENT - INDUSTRY FORMAT



Figures in INR Crores	Standalone				Consolidated			
	Q4 FY24	Q4 FY23	FY24	FY23	Q4 FY24	Q4 FY23	FY24	FY23
Operating Revenue	1,148	1,206	4,102	4,809	1,484	1,446	5,176	5,660
Less: Direct Operating Expenses/Voyage Expenses Time Charter Equivalent (A)	153	181	626	1,033	179	186	680	1,068
	995	1,025	3,477	3,776	1,306	1,260	4,496	4,592
Profit on Sale of Ships and Other Assets	66	0	240	117	66	0	240	117
Other Income	109	62	381	171	176	104	503	394
Total Other Income (B)	175	62	621	288	242	104	743	511
Other Operating Expense	240	219	891	815	354	341	1,356	1,224
Administrative and General Expense	72	58	275	217	108	87	388	317
Total Expense (C)	312	276	1,166	1,032	463	428	1,744	1,541
EBITDA D = (A+B+C)	858	811	2,932	3,032	1,085	936	3,495	3,562
Depreciation and Amortisation (E)	98	104	455	450	166	167	726	712
Impairment (F)	-	-	-	-	(13)	-	(13)	-
Operating Profit Including Other Income G= (D-E-F)	760	707	2,477	2,582	933	769	2,782	2,850
Finance Expense (H)	45	57	198	259	59	77	265	343
Derivative Losses/ (Gains) (I)	(29)	(13)	(62)	90	(62)	(15)	(125)	63
Foreign Currency Exchange Losses/(Gains) (J)	(7)	16	(55)	(156)	(6)	9	(52)	(109)
Income Tax Expense (K)	25	14	80	37	37	(24)	80	(21)
Net Profit (G-H-I-J)	727	632	2,316	2,352	905	722	2,614	2,575



SHAREHOLDING PATTERN



31-Mar-2024

PERFORMANCE REVIEW



Breakup of Revenue Days (Shipping)	Q4	Q4
Revenue Days	FY24	FY23
Owned Tonnage	3,744	3,831
Inchartered Tonnage	0	80
Total Revenue Days	3,744	3,911
Total Owned Tonnage (mn.dwt)	3.36	3.44

Breakup of Revenue Days (Offshore)	Q4	Q4
Revenue Days	FY24	FY23
Offshore Logistics	1,521	1,447
Drilling Services	349	359
Total	1,870	1,806

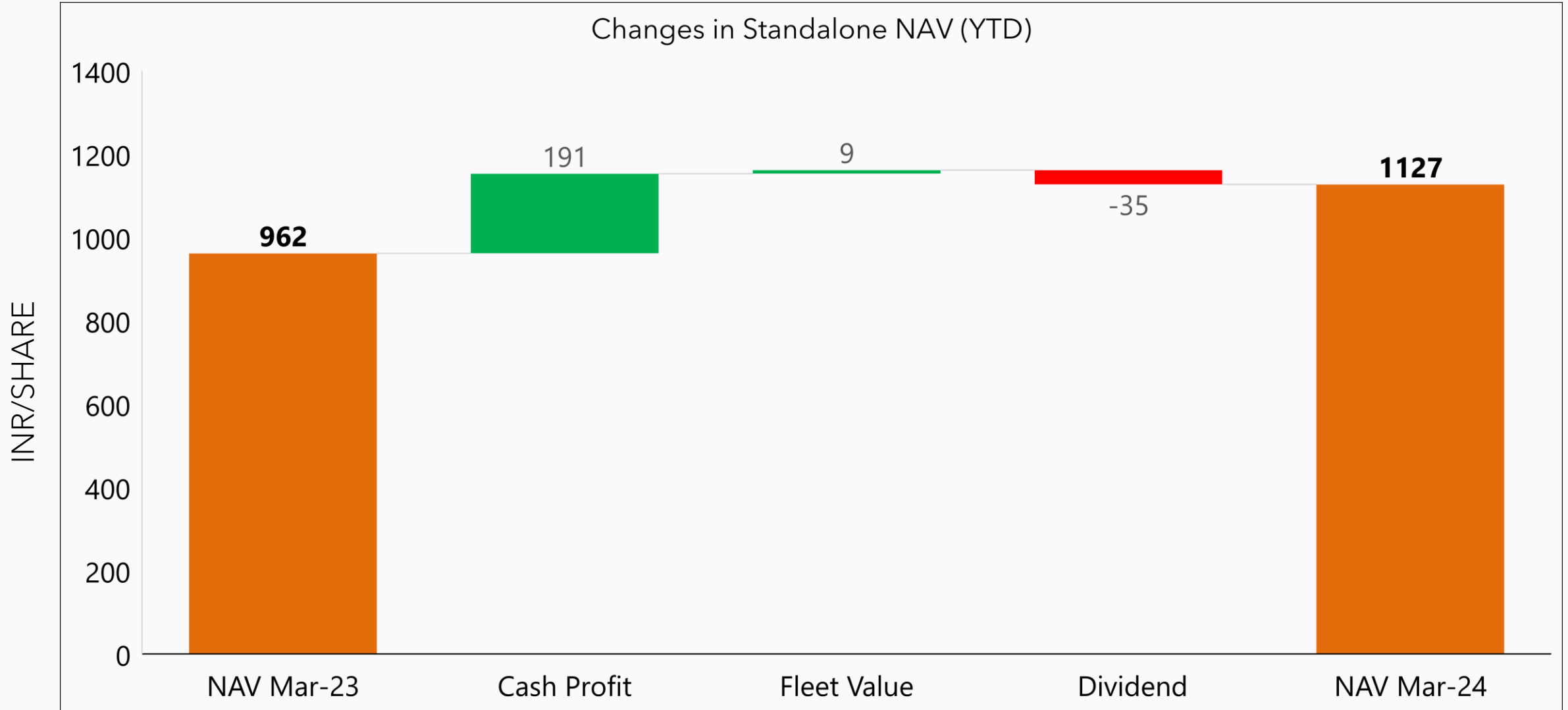
PERFORMANCE REVIEW



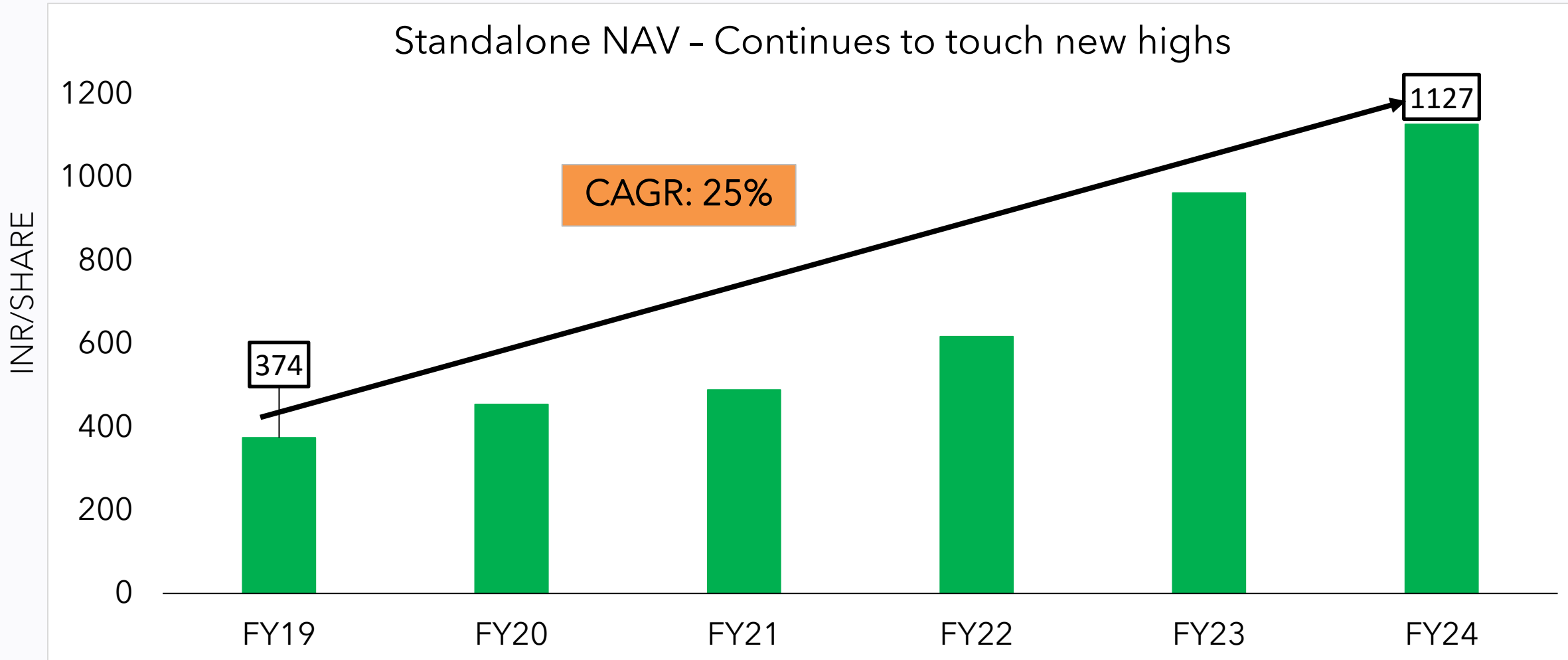
Avg TCYs in Various Categories Avg (TCYs USD/Day)	Q4 FY24	Q3 FY24	QoQ %	Q4 FY23	YoY %
Crude Carriers	53,182	45,556	17%	64,579	-18%
Product Carriers	37,637	28,566	32%	36,665	3%
LPG Carriers	35,506	31,255	14%	29,175	22%
Dry Bulk	14,921	16,478	-9%	12,704	17%

Avg TCYs in Various Categories Avg (TCYs USD/Day)	FY24	FY23	YoY %
Crude Carriers	48,379	46,179	5%
Product Carriers	31,864	33,531	-5%
LPG Carriers	31,606	28,956	9%
Dry Bulk	14,150	19,681	-28%

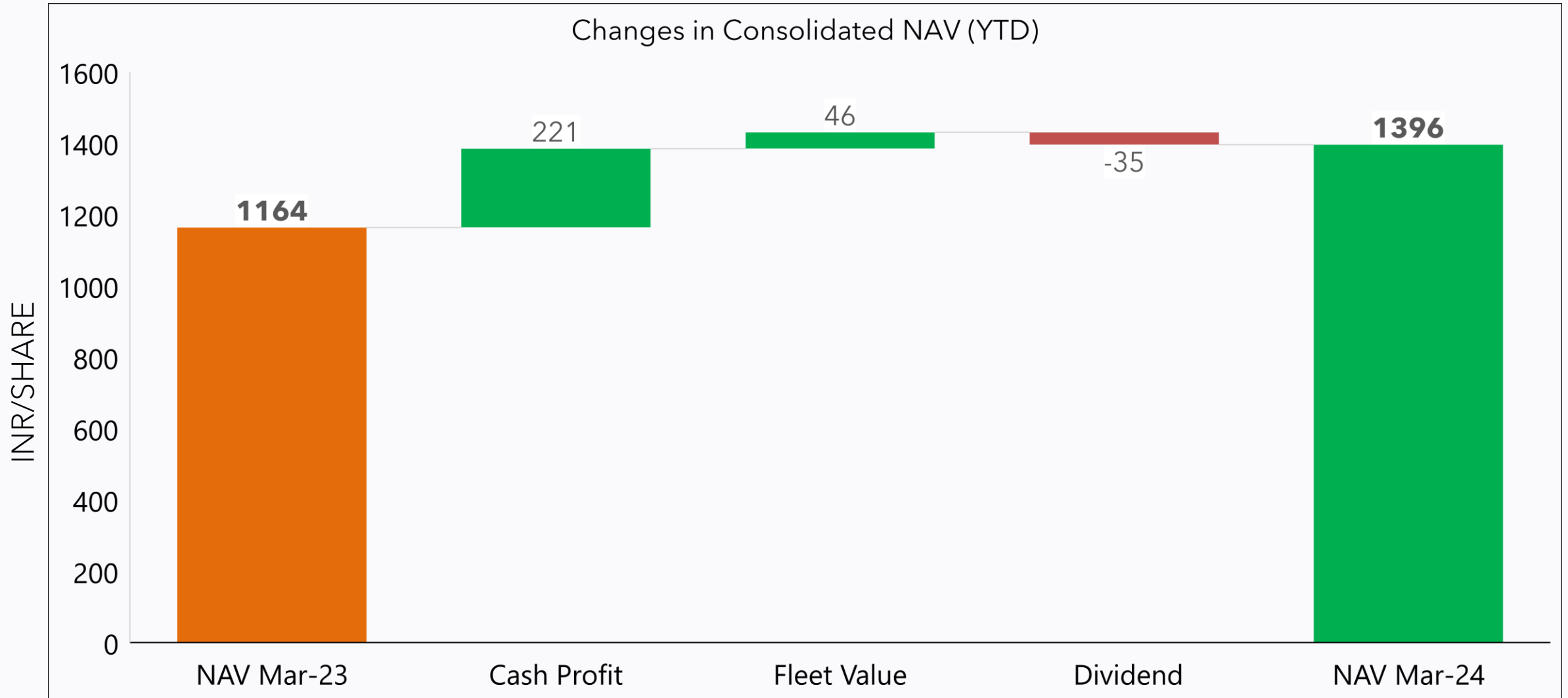
CHANGES IN STANDALONE NAV (YTD)



5 YEARS MOVEMENT IN STANDALONE NAV



CHANGES IN CONSOLIDATED NAV (YTD)



REVENUE COVERAGE



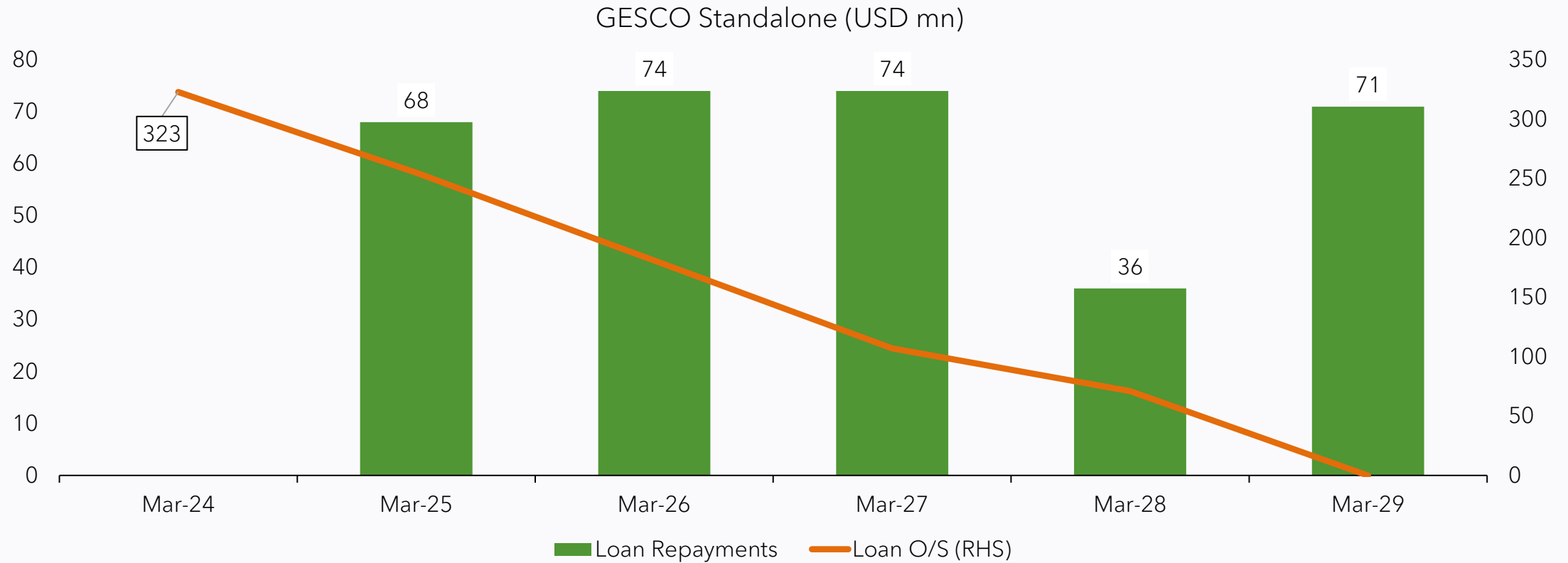
Coverage of Operating Days (Shipping)

Category	Q1FY25
Crude Carriers	50%
Product Carriers*	60%
LPG Carriers	100%
Dry Bulk	63%

Revenue Days

Jack Up Rigs	99%
AHTSV	93%
MPSV	100%
PSV/ROVSV	76%

STANDALONE DEBT REPAYMENT SCHEDULE



- 1) Effective all-in USD cost of debt of about 4.00% basis Mar-24
- 2) 95% of debt portfolio is fixed.

FLEET PROFILE



Fleet Profile - Shipping Fleet	DWT	Fleet (10 May'24)	
	Q4FY24	No	Avg Age
Crude Carriers	842,958	6	15.46
Product Carriers*	1,192,148	20	15.70
Gas Carriers	185,363	4	18.48
Dry Bulk Carriers	1,239,274	14	10.71
Total	3,459,743	44	14.00

*Committed to sell one 2004 built MR "Jag Pahel".

Fleet Profile - Offshore Fleet	No. of Units	Avg Years
		Yrs.
Jack Up Rigs	4	12.60
Platform Supply Vessels	4	14.76
Anchor Handling Tug cum Supply Vessels	9	14.52
Multipurpose Platform Supply & Support Vessels	2	14.07
ROV Support Vessels	4	12.62

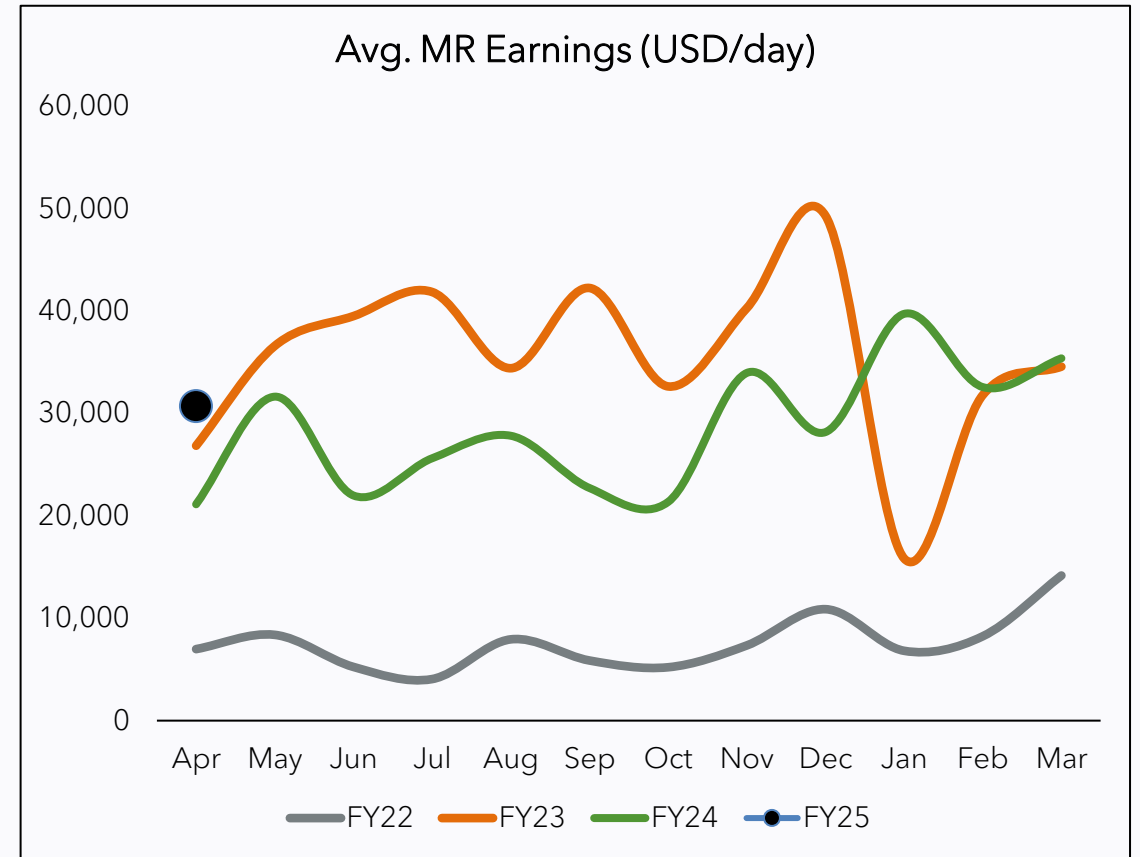
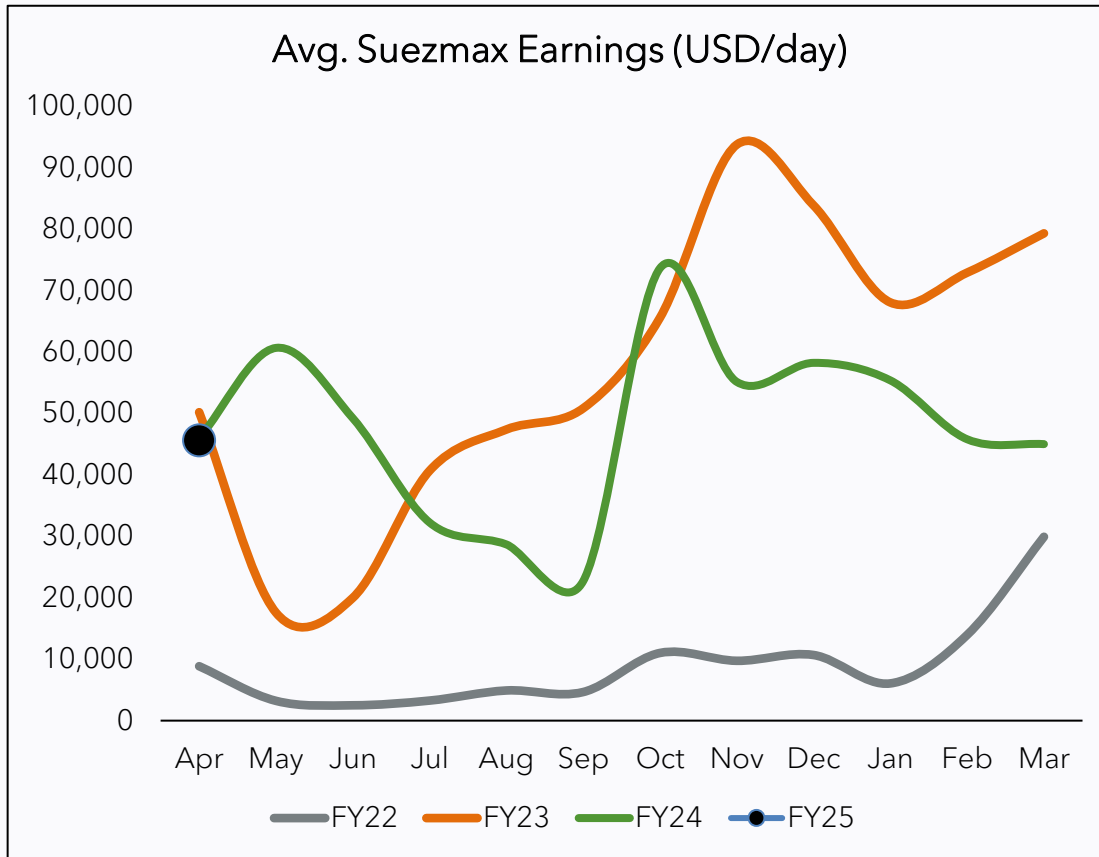


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SHIPPING MARKET

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CRUDE AND PRODUCT TANKERS



USD/day	FY24	FY23	% change
12M	47,722	57,510	-17%

USD/day	FY24	FY23	% change
12M	28,509	35,497	-20%

Sources: Industry Reports

CRUDE AND PRODUCT TANKERS



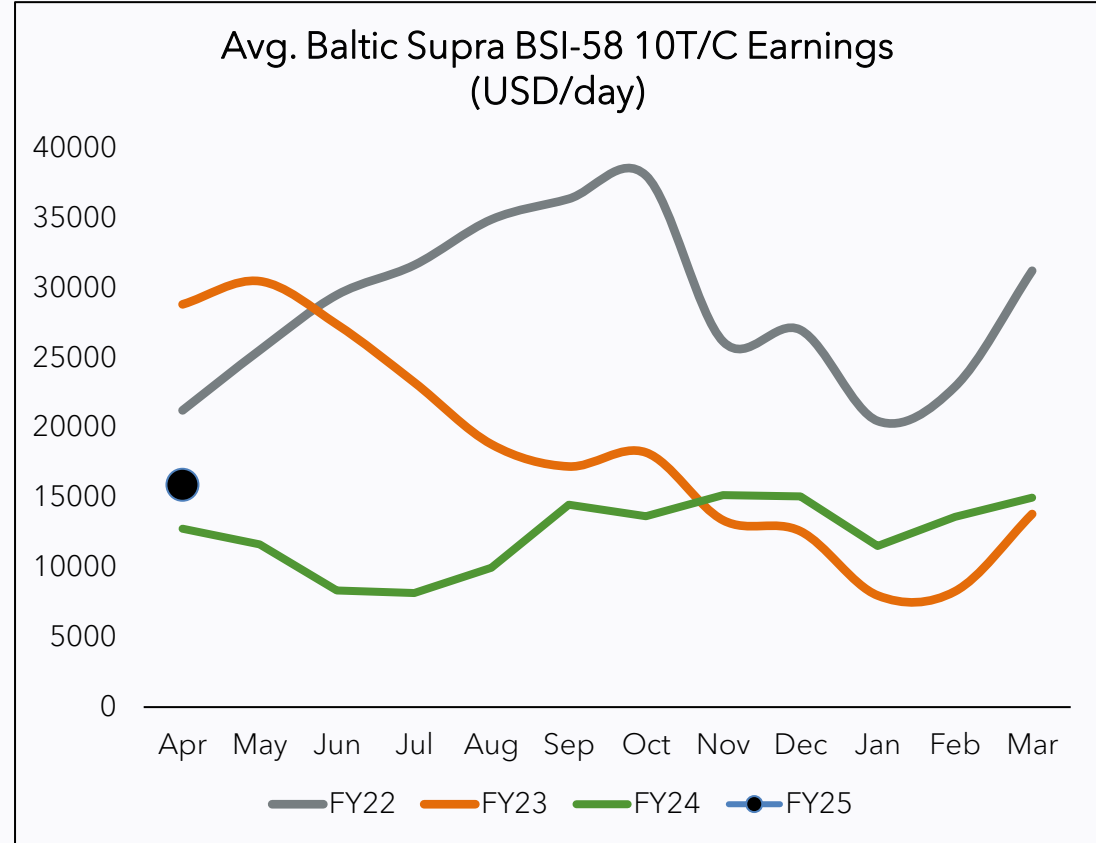
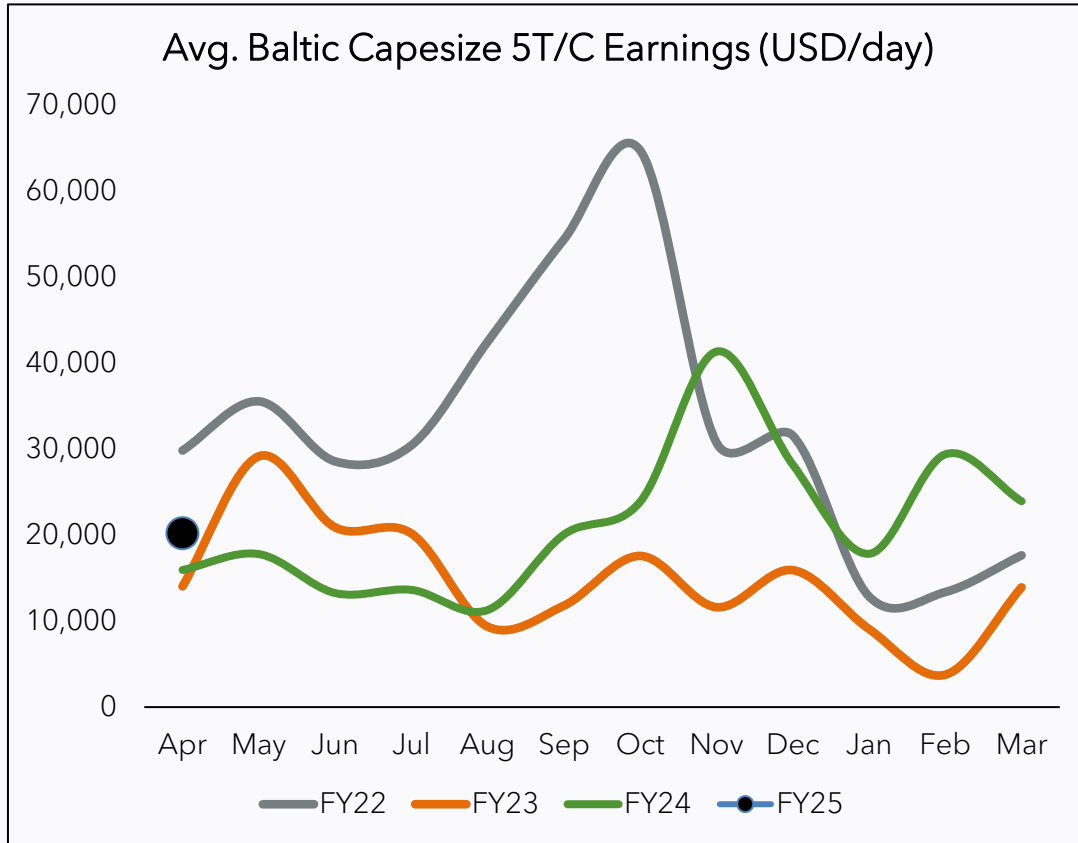
- Crude tanker earnings experienced a y/y decrease in 4QFY24 attributed to a decline in Middle East exports on OPEC+ voluntary supply cuts. However, the growth in Atlantic crude exports offered support to crude tanker earnings.
- Product tanker earnings were higher y/y in 4QFY24 aided by robust product exports from US & Middle East. In addition, longer voyages facilitated by Red Sea conflict, boosted the product tanker earnings.
- Overall seaborne crude trade declined by 1% y/y in 4QFY24 while product trade grew by 4% y/y.
- Crude & product fleet supply grew by 1.5% and 2% y/y respectively in 4QFY24
- Robust freight rates continue to keep asset prices firm
- Orderbook for crude and product tankers have seen build up recently and are at ~7.4% and ~15% of the fleet respectively.

Sources: Industry Reports

DRY BULK



DB Freight picked up in FY24 Y-O-Y, however sub-capes averaged lower Y-O-Y



USD/day	FY24	FY23	% change
12M	21,359	14,760	45%

USD/day	FY24	FY23	% change
12M	12,442	18,340	-32%

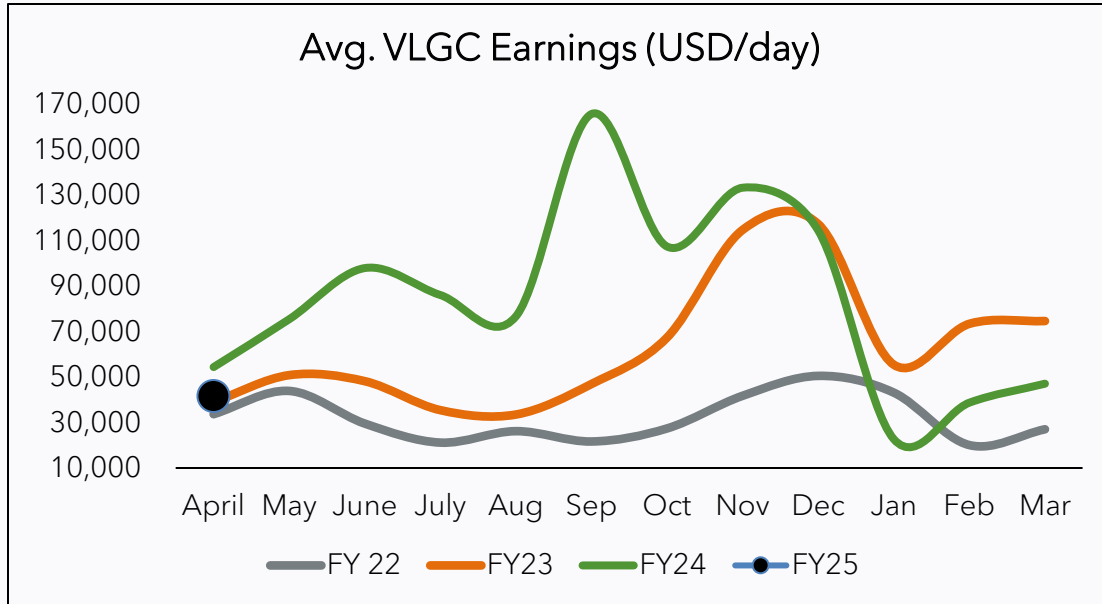
Sources: Industry Reports

DRY BULK



- During the quarter, Capesize spot earnings witnessed significant y/y growth of 175%. Kamsarmax and Supramax earnings also grew y/y by 39% and 30%, respectively.
- The surge in earnings was primarily due to higher supply of iron ore from Brazil owing to lower weather disruptions. This was complemented by increased imports into China due to low iron ore inventory levels at the start of 4QFY24.
- Coal imports into China increased by ~10% y/y during the quarter due to decline in domestic coal production in the country and greater coal demand for electricity generation.
- Red Sea disruption also supported the dry bulk market with vessels re-routing through the Cape of Good Hope, adding to tonne-miles.
- Bulk carrier fleet grew by 3% y/y during 4QFY24.
- Asset prices firmed up by 10-15% during the quarter in line with the growth in earnings.
- Order book for the dry bulk sector is at 9.3% of fleet.

LPG GAS



VLGC Spot earnings sustained healthy levels during FY-24 and averaged much higher YoY in comparison to FY-23.

USD/day	FY24	FY23	% change
12M	85,061	63,072	35%

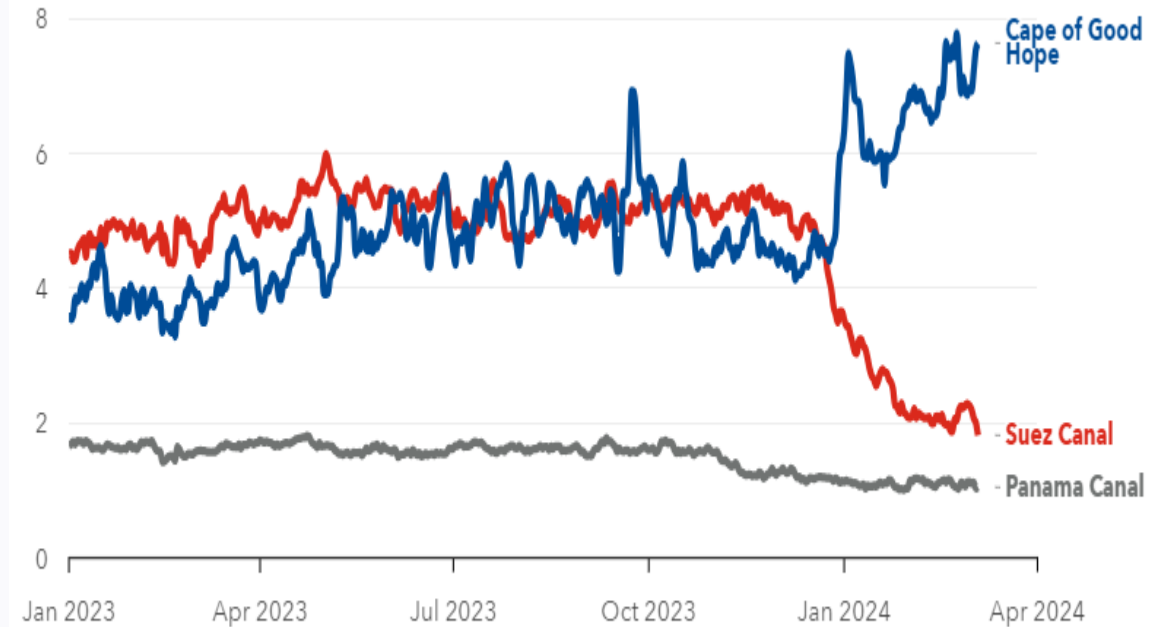
- VLGC trade increased by 1% y/y in 4QFY24. US exports grew by 2% while Middle Exports dropped by 1% y/y in 4QFY24.
- Nominal fleet growth stood at 13% y/y in 4QFY24.
- Panama canal disruption eased significantly in the quarter yet VLGC transits through the canal remained lower y/y
- VLGC asset prices continue to stay at record levels.
- VLGC Orderbook - At elevated level in historical context.

SUEZ CANAL/PANAMA CANAL DISRUPTIONS



- In the first two months of 2024, Suez Canal trade dropped by 50 percent from a year earlier while trade through the Panama Canal fell by 32 percent, disrupting supply chains
- A severe drought at the Panama Canal has forced authorities to impose restrictions that have substantially reduced daily ship crossings since last October, slowing down maritime trade through another key chokepoint.
- Attacks on vessels in the Red Sea area reduced traffic through the Suez Canal, the shortest maritime route between Asia and Europe, through which about 15 percent of global maritime trade volume normally passes
- As a result, several shipping companies have diverted their ships around the Cape of Good Hope

Daily transit trade volume
(million metric tons, 7-day moving average)



Sources: UN Global Platform, [IMF PortWatch](#).

IMF



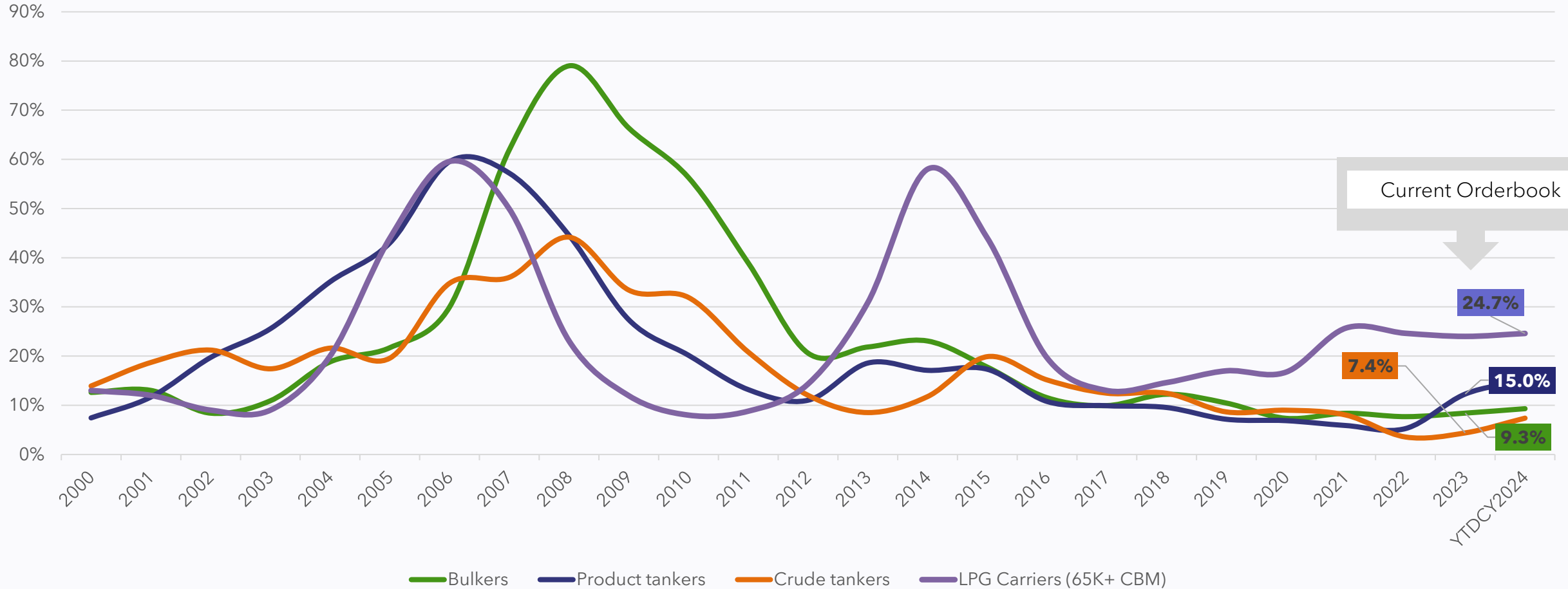
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FLEET SUPPLY

LOW ORDER BOOK TO FLEET RATIO



Historic Order Book as a % of fleet (Calendar Year)



SCRAPPING



The Great Eastern Shipping Co. Ltd.

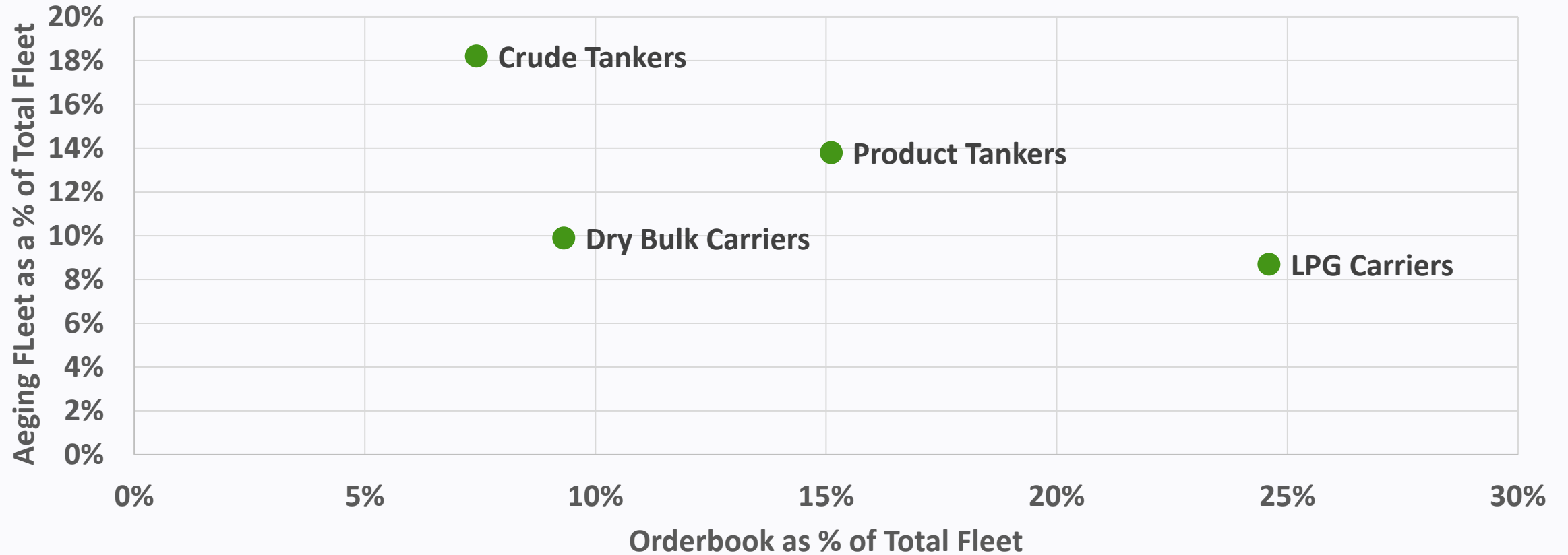
Scrapping continues to be very low, and the pool of old ships continues to grow

Vessel Category	Fleet (Mn Dwt)	
	May'24	
Crude	463	
Product	186	
Dry Bulk	1,014	

Vessel Category	Scraping (% Beginning world fleet)	CYTD	CY	CY	CY	CY	CY	CY	CY
		2024	2023	2022	2021	2020	2019	2018	2017
Crude	0.10	0.08	0.78	2.47	0.53	0.55	4.39	2.43	0.39
Product	0.02	0.15	0.76	2.11	0.57	0.60	1.72	1.22	0.54
Dry Bulk	0.15	0.56	0.50	0.56	1.74	0.93	1.85	1.85	3.78

ORDERBOOK AND SCRAPPING POTENTIAL

Orderbook Vs Scrapping Potential





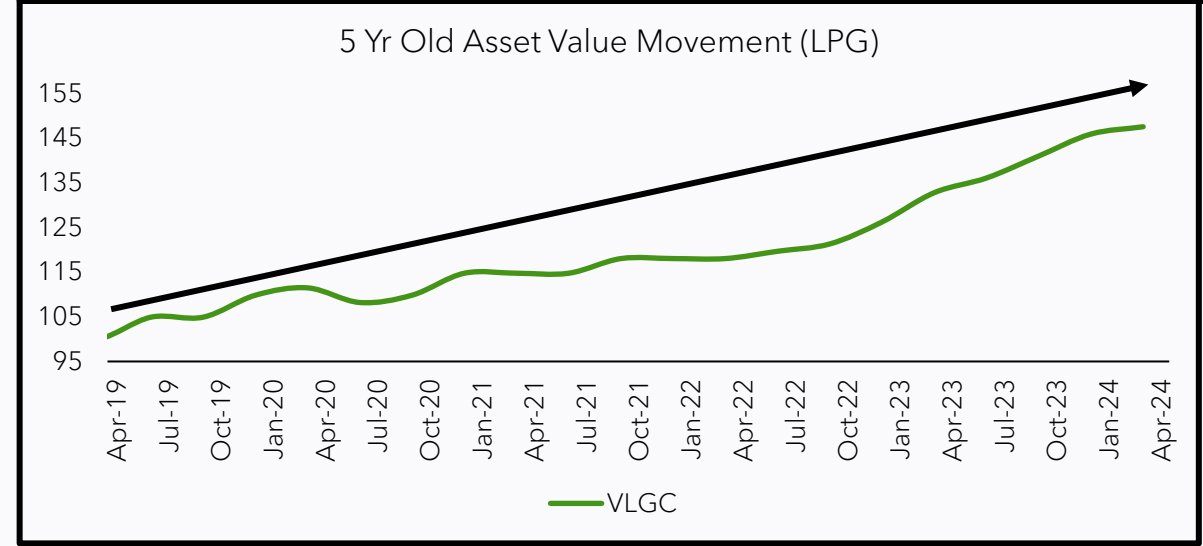
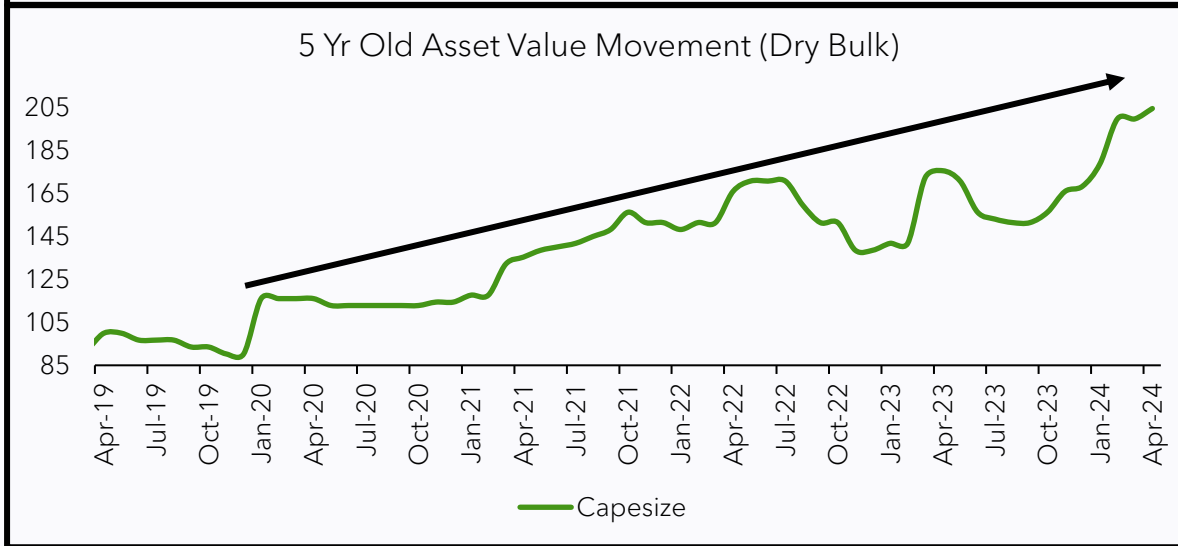
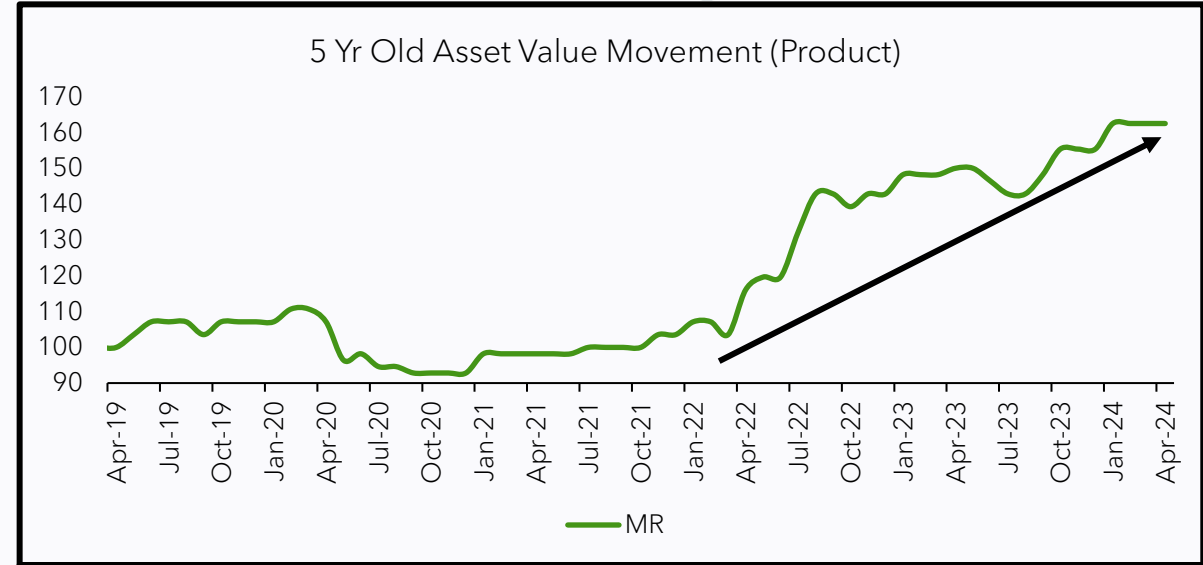
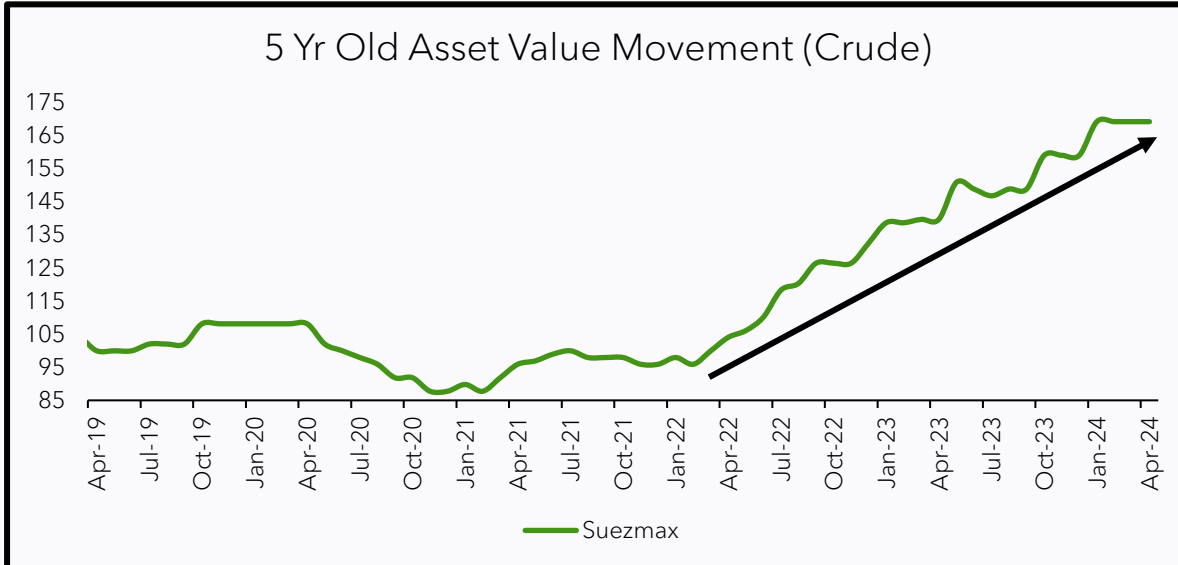
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ASSET PRICE MOVEMENT

ASSET PRICE MOVEMENT (INDEXED OVER LAST 5 YRS)





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GREATSHIP (INDIA) LIMITED 100% SUBSIDIARY



THE GREAT EASTERN
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OFFSHORE SUBSIDIARY - GREATSHIP STORY



FY16 to FY21

- Most challenging years for the offshore sector since late 80s
- Utilization levels across asset classes dropped to historic lows, charter rates came down to levels that barely generated any +ve EBITDA
- A large part of industry went through financial restructuring/reorganization/forced consolidation

How did we fare?

- Cash on the balance sheet: Minimal cash depletion from \$118 mn (March 2015) to \$108 mn (March 2021)
- Net Bank Debt: Paid down from USD 437 mn (March 2015) to USD 72 mn (March 2021)

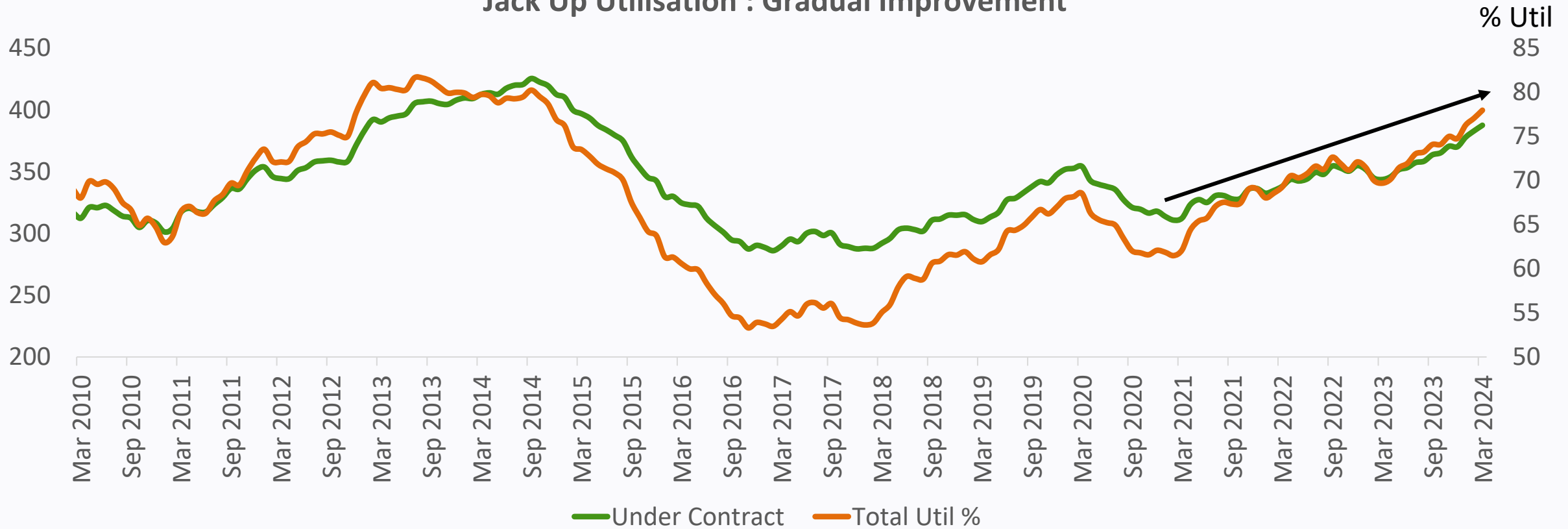
Post FY21

- Utilization levels have improved
- E&P activities have started to increase
- Contracts are getting repriced at levels which generate significant EBITDA
- The business has now come back to profitability

MARKET TRENDS: UTILISATION



Jack Up Utilisation : Gradual Improvement



FLEET SUPPLY

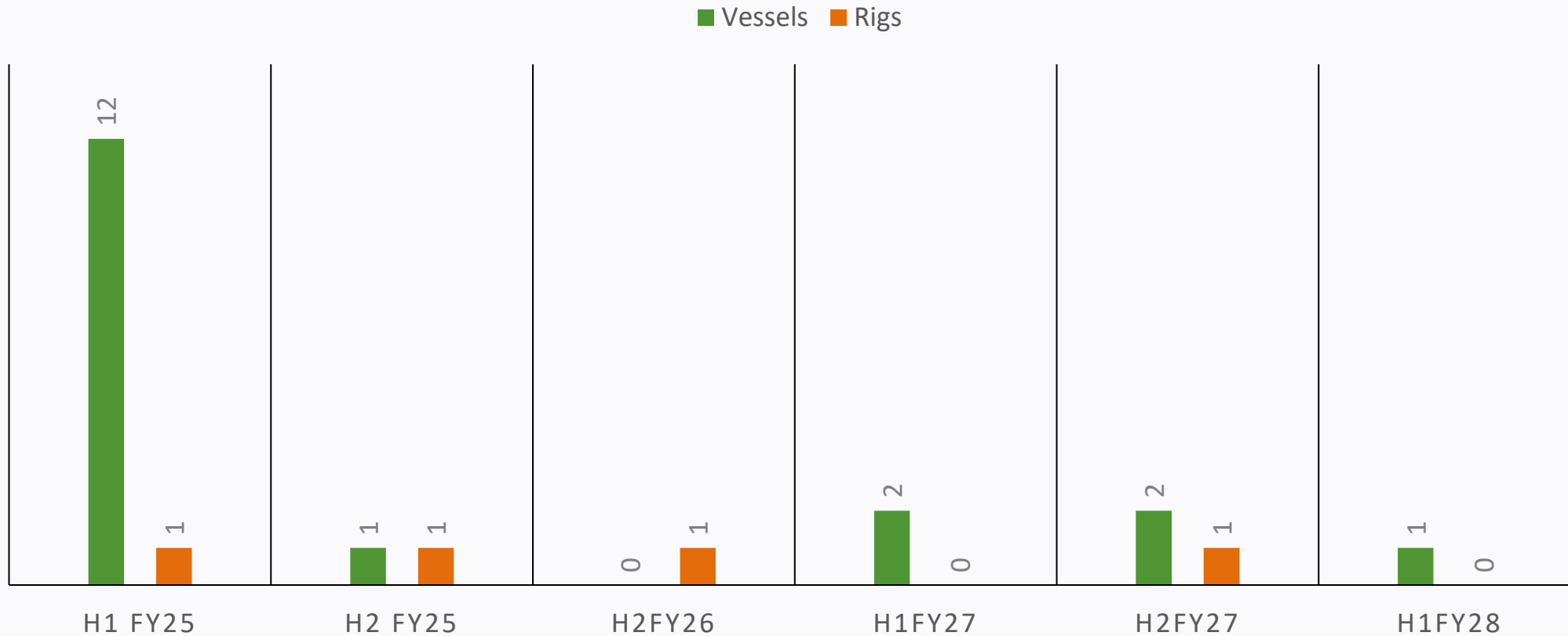


Number	Jack-up Rigs	PSV+AHTSV
Current Fleet	497	3,358
Under Contract Fleet	388	2,353
Order Book	17	54
O/B to Current Fleet	3.4%	1.6%
Total Scrapping since Jan 2016 (Nos)	146	703
No of Vessels/Rigs more than 20/30 years old (% Fleet)	32%	21%
Cold stacked more than 3 years	55	449

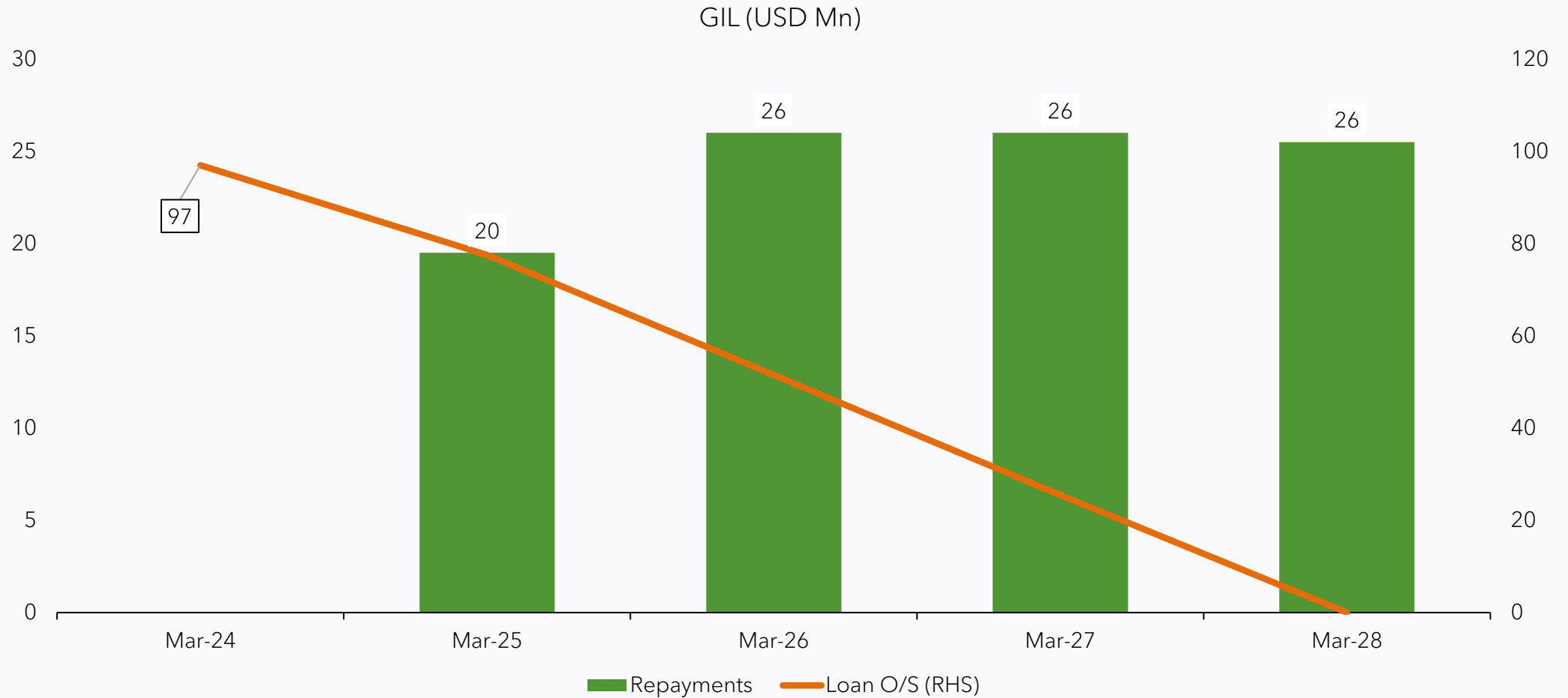
REPRICING



Remaining 1 vessel will come up for repricing in H1FY29



DEBT REPAYMENT SCHEDULE





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25/07/2022



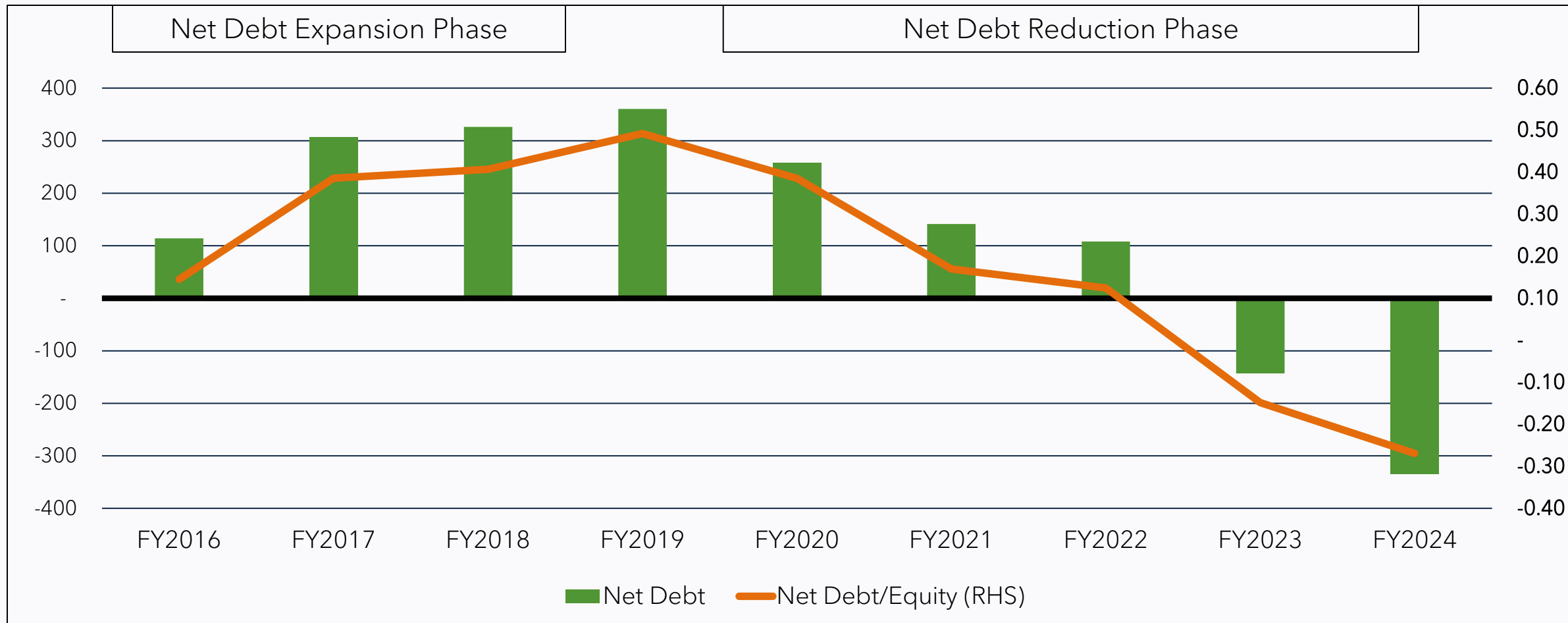
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FINANCIALS

STRONG CASHFLOWS LED NET DEBT USD 360 MN TO NET CASH OF USD 330+ MN



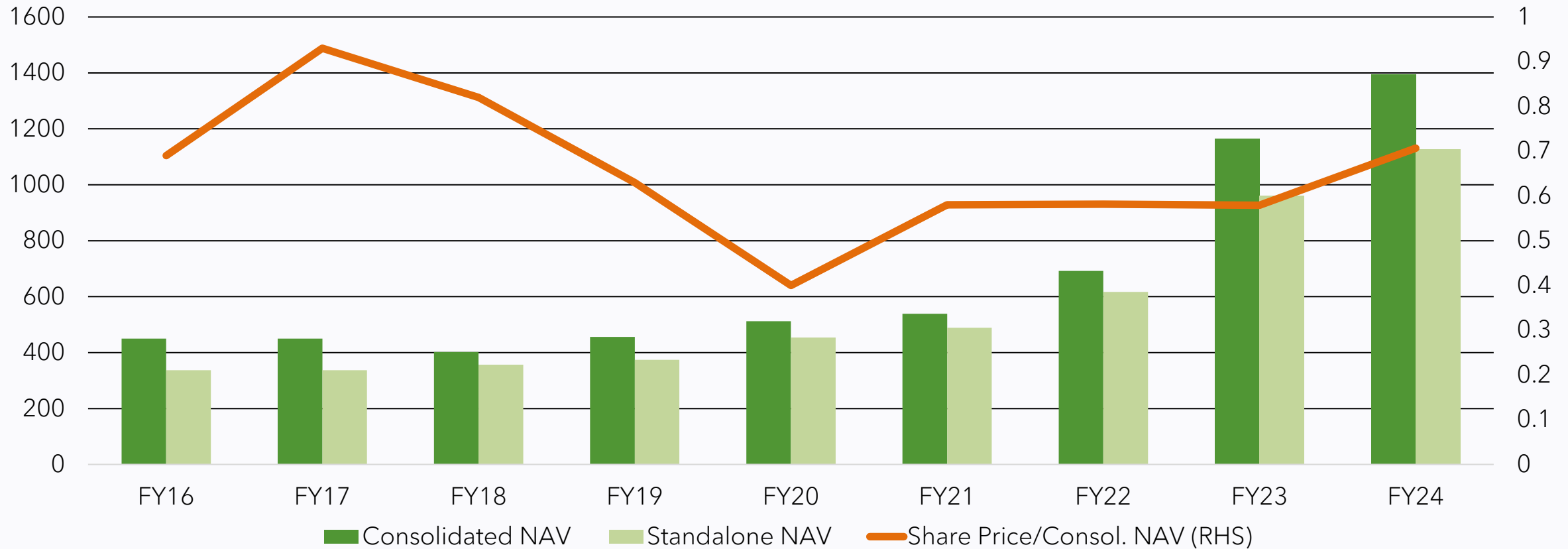
USD Mn



SHARE PRICE TO CONSOLIDATED NAV



INR/Share



* For FY24 we have taken share price as on 10th May 2024

GREAT EASTERN CSR FOUNDATION



Since 2015, GECSRF has partnered with **49 NGOs** under the three key CSR focus areas.

- **Education:** More than 1.50 Lakh students reached out through primary and secondary education.
- **Health:** More than 78,000 women and 40,300 children provided with health services - including maternal care, nutrition support through clinics and community programs.
- **Livelihoods:** Around 42,400 women provided with entrepreneurship trainings and business handholding support in agriculture, non-agriculture sectors and handloom weaving.

GREAT EASTERN CSR FOUNDATION



GREAT EASTERN
CSR FOUNDATION

GECSRF currently supporting 28 NGOs working under health, education and livelihoods across 17 states in India

EDUCATION	HEALTH	LIVELIHOODS
1. Adhyayan Quality Education Foundation (AQEF)	1. Anushkaa Foundation for Eliminating Clubfoot (AFEC)	1. Ayang Trust
2. Alumni Association of College of Engineering, Guindy (AACEG)	2. Basic Healthcare Services (BHS)	2. Foundation for Promotion of Sports and Games (OGQ program)
3. ATMA Education	3. Cuddles Foundation	3. Impact Foundation (India)/ Dasra
4. Collective Good Foundation in partnership with Erehwon	4. Every Infant Matters	4. iPartner India
5. Give India/Education Initiatives	5. Inga Health Foundation (IHF)	5. Mauna Dhvani Foundation
6. Karadi Cultural Alliance Trust	6. Nourishing Schools Foundation (NSF)	6. Medha Learning Foundation
7. Language and Learning Foundation (LLF)		7. Mrida Heart N Soil Foundation
8. Learnhill Foundation		8. Nudge Lifeskills Foundation
9. Saajha		9. Samast Mahajan
10. Ummeed Child Development Center		10. Sri Arunodayam Charitable Trust
11. Vision Empower Trust		11. Vrutti

THANK YOU

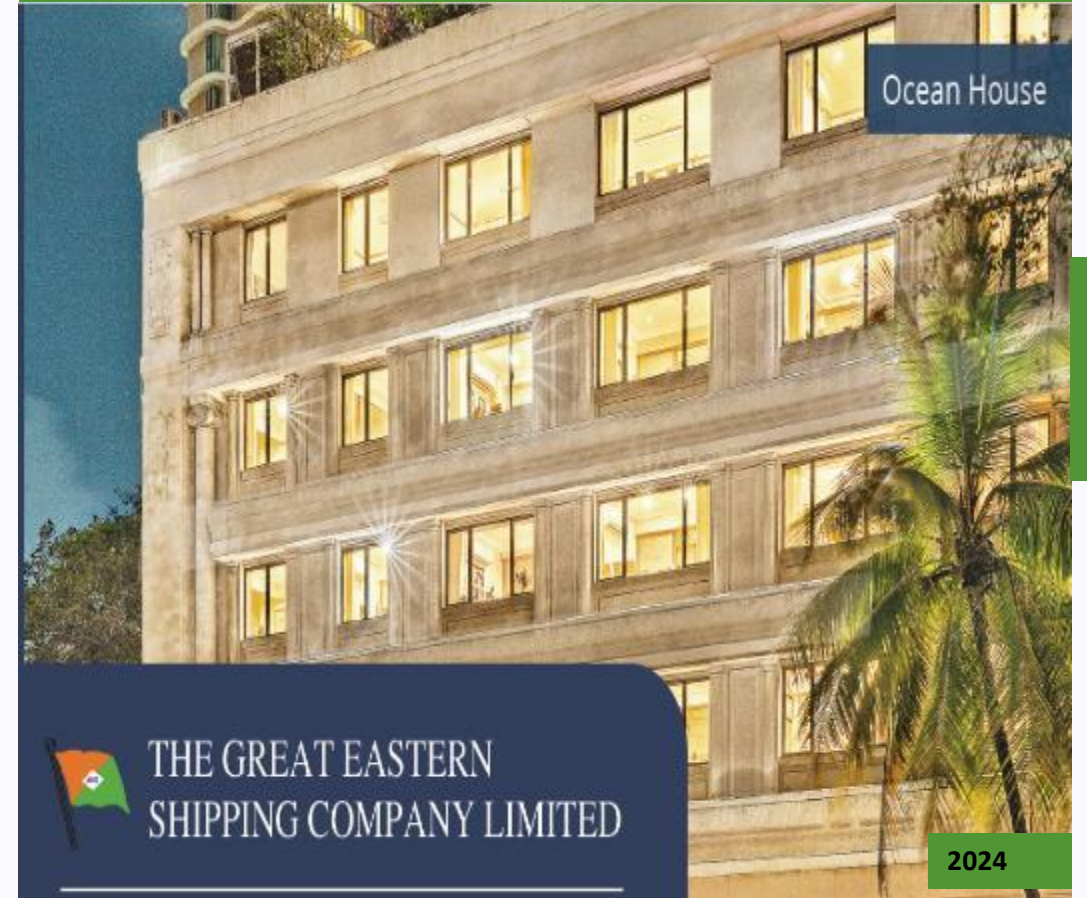
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From a modest beginning...



...to most admired globally



Read the Story of GE Shipping - [Coffee Table Book](#)